

SUBJECT TO COUNCIL APPROVAL

REQUEST FOR PROPOSALS FOR A DEVELOPMENT PARTNER:
EXISTING WASHINGTON D.C. CONVENTION CENTER SITE

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I. THE CHALLENGE.

In this day and age, it is rare for a major American city to control a significant downtown development site, particularly one located at the heart of an active, mixed-use development corridor. However, such a singular opportunity is currently available to the citizens of the nation's capitol, at the site of the existing Washington D.C. convention center.

To make the most of this tremendous opportunity, the District of Columbia, represented by its Office of the Deputy Mayor for Planning and Economic Development (“ODMPED”) and the Office of Planning (“OP”), (hereafter the “District”) seeks a developer, or group of developers through a joint venture (hereinafter the “Development Partner” or “Development Team”) for a public-private venture to develop residential and commercial uses on this site. The District believes that when these uses are brought together with supporting Civic and Cultural Uses, the site will become the center of a new, downtown Washington destination.

This solicitation seeks a development team that can meet the challenge to create a signature public-private destination for the District of Columbia. The selected Development Partner, subject to successful negotiation of an Exclusive Rights Agreement (hereinafter “ERA”), will have the right to purchase or lease the Development Parcels on the Site, as defined in **Section II**.

This request has evolved from a two year planning process. In July of 2000, Mayor Anthony A. Williams appointed a Task Force to recommend future uses for the existing convention center site, scheduled to be vacated when the new Washington Convention Center at Mt. Vernon Square opens in 2003. After completing its first phase of planning, the Mayor’s Convention Center Redevelopment Task Force issued a report in April 2001.

That report recommended that the District redevelop the site into a mixed-use urban neighborhood to include retail, residential, cultural and entertainment uses, with a programmed civic open space as a major defining characteristic.

The Task Force further decided that the key aim of this effort was to create a downtown destination identified foremost as a place for the citizens of Washington D.C., but also appealing as an attraction for national and international visitors.

To achieve this goal, the Phase I plan recommended that the District pursue the development of a convention center headquarters hotel to support the new convention center on a site other than this one. With the selection of a Convention Center HQ Hotel development site nearly finalized, the District has prepared this RFP to conclude the Phase II planning process.

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II. THE SITE.

The Existing Convention Center site is bounded by New York Avenue NW, 9th Street, NW, H Street NW and 11th Street NW, at the edge of old downtown's traditional center, between the White House and Mt. Vernon Square. The site was assembled in 1978 and 1979 to create the existing Convention Center by combining three city blocks and a national park reservation, and by closing two block segments of both Eye Street and 10th Street. (For definitional purposes, the entire 10.2 acres of land occupied by the facility, including sidewalks and rights of way, is hereafter the “Site”).

The District will select a developer to develop certain parcels on the Site. The District, in consultation with the selected developer, will identify certain parcels to be developed by the selected developer (hereinafter “Development Parcels”) and other parcels to be set-aside for Civic and Cultural Uses (also referred to herein as “Intended Uses”).

III. LOCATION DESCRIPTION.

Within the downtown, the Site has special setting, fronting upon a major regional arterial road, New York Avenue. It is centrally situated in Downtown’s primary growth corridor, within blocks of new office, retail, entertainment, cultural, residential, and hospitality developments. In its new incarnation, it will bolster a critical mass of uses within walking distance of the new convention center, including a reopened Carnegie Library containing the Washington City Museum and the emerging entertainment district between Mt. Vernon Square and Pennsylvania Avenue.

This section of downtown Washington, D.C., often referred to as the “East End” or “Old Downtown”, is a well-established commercial office district that bridges the city’s grand federal buildings clustered near the National Mall to the south with the established Victorian residential neighborhoods to the north. It is also home to numerous museums and historic sites of national and international significance.

The East End was for over 100 years a vital retail center. During the last 30 years, however, it lost some of its prominence in the face of regional competition, changing demographics and shopping habits. Yet in the last four years, the East End has re-emerged with a critical mass of mixed-use development that is bringing 18 hour a day life and energy back to the streets. Redevelopment of the existing Convention Center site will make a major contribution in strengthening the mix of new development in Downtown DC. To illustrate this, a map of recent downtown development activity is included as **Attachment 1**.

The core between Pennsylvania Avenue and Mt. Vernon Square is now evolving into an active multi-destination district. Old attractions are being joined by new uses fueled by the area’s core assets:

- *A Strong base of destination uses*, including the National Portrait Gallery, National Museum of American Art, the MCI Center, home of Washington’s NBA and NHL

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franchises, Ford's Theater, Shakespeare Theater, The National Building Museum, Navy Memorial, the Convention Center, and Chinatown.

- *Emerging corridors of retail activity*, especially along F and G Streets and on 7th Street between Pennsylvania Avenue and Eye Street.
- *Continuing investment in mixed-used projects*, such as Gallery Place, the former Woodward & Lothrop building, the Atlas and LeDroit buildings, the 900 block of F Street, and many new office projects that will include significant opportunities for solid ground floor retail.
- *A growing downtown residential base*, anchored by Market Square, the Landsburg and the Pennsylvania buildings, to be joined by over 1500 new units by the end of 2004.
- *A large concentration of hospitality facilities* serves a range of market segments with almost 8,000 hotel rooms in over 20 hotels, within a 10-minute walk of the site.

Key to the long-term development of the East End is giving DC residents and visitors reasons to make downtown a destination. One way to do this is to harness downtown's engines such as the three million annual visitors expected at the new convention center; the 2 million attendees at the 200 annual events at the MCI Center; and the 19 million annual visitors to the National Mall, a few blocks to the south. In addition, there are currently 170,000 East End office workers and there will be over 3,500 residents by the end of 2004. The Mt. Vernon Triangle neighborhood just four blocks to the east is expected to add as many as 5,000 new residents by the end of the decade. Bringing DC residents and workers site together with visitors at this site will spark further preferred growth and development in throughout the East End.

This section of downtown DC is the most Metro accessible destination in a metropolitan area of over 5 million people. It is also the most "walkable" downtown in the region. All of the current and future downtown attractions described above will be located within a ten-minute walk of the Site and the Metro Center or Gallery Place Metro stations.

To give Proposers the broader development context of the "East End" and the Site, the District's Downtown Action Agenda and the Phase I Plan for the Existing Convention Center are available online at www.dcconvention.com.

IV. THE DISTRICT'S VISION FOR THE SITE

The District's core objective for this site is to create a project with an appeal to Washingtonians and invites visitors to our city. This development must be a place for civic gatherings that is uniquely of the City of Washington, D.C.; a place with uses for all Washingtonians, one that is capable of bridging gaps between D.C.'s many distinct communities. This value translates into an urban mixed-use district, a locus of civic and residential life with urban retail and cultural amenities.

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To make this vision a reality, the District has identified three primary uses on the Site: A. Core Uses (also called the “Project”); B. Intended Uses; and C. Other Land Uses.

A. Core Uses

The following Core Uses must be successfully implemented within the ranges of square footage stated. These uses are to be developed by the selected Development Partner, except the open space, which may be developed by the District. The F.A.R. square feet listed below may be larger than will be available on the site. The District and the selected developer will scale these sizes appropriately as they determine the final programming of the Site.

1. **Retail.** Street-oriented retail is a key component of making this site a success: it will bring people to the Site and supports the continuing retail growth of the East End. This street redevelopment must include active, ground-floor retail appropriately scaled with unique storefronts. The new Eye Street is imagined as a lively pedestrian retail street, with interesting streetscapes and outdoor cafes, at the heart of a special, Washington-oriented destination. At the street level, this will help to capture the feel of Washingtonian’s favorite residential and retail precincts, such as the U Street, Dupont Circle and Adams Morgan districts.

To achieve this, the District believes that retail should be maximized based on market conditions. Preliminary analysis indicates that the market and the street, with some above and below grade additions in specific locations, will support up to 300,000 \pm square feet of new retail space.

2. **Residential.** To make the 18-hour mix of uses work and make downtown a residential address, the District believes that a series of residential buildings should be constructed. These residences will create a series of addresses for the Site, adding to the sense of place. They must offer a range of product types for families and other households, in an attractive and distinctive downtown residential design.

To create a critical mass, the District believes the Site requires between 600-900 new residential units. Not less than five percent of the rentable square footage of the residential portion of the Site will be affordable to households earning less than 30 percent of the Washington, DC Area Median Income (AMI). Not less than five percent of the rentable square footage of the residential portion of the Site will be affordable to households earning less than 60 percent of AMI. In addition, at least ten percent of the rentable square footage of the residential portion of the Site must be affordable to households earning under 80 percent of AMI. The mixture of affordable unit types will be proportional to the number of units in the overall development.

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3. **Open Space.** An attractive open space is the critical element of this project. To give Washington the downtown “commons” that it needs, the Site requires a landscaped, programmable public open space of approximately one acre. This space would be intended specifically as public gathering place. Active public and commercial spaces must surround this open space. This area may contain sidewalks or other landscape features.

B. Intended Uses

The District intends to place the following Civic and Cultural Uses on the site, subject to their organizational and financial feasibility.

1. **Civic Use - Library.** As the cornerstone to a revitalized public library system, the District wishes to establish a new downtown central library on the Site. As a media and technology center, such a new facility would become a literacy-focused civic center for Washingtonians, bridging the digital divide. As a use that contributes to a great destination, the library is intended to contribute to an active street environment with bookstores, cafes, a roof-deck for events and possibly smaller performance venues. To accommodate this use (which may vary in size, depending on locations and the amount of basement area deemed appropriate) the District will reserve an approximate 50,000 SF footprint for the potential development of such a facility.
2. **Cultural Use – Performance Venues.** The District wishes to have performance venues developed on the Site. These venues could include one or more performance spaces ranging from smaller more intimate venues to larger venues totaling approximately 3,000 seats, 250,000 square feet of exhibition, education and related cultural components, should the economic and organizational feasibility of such a facility be established. To accommodate this use the District will reserve an approximate 70,000 SF footprint (which may also vary, depending on locations and the amount of basement area deemed appropriate) for such performance venues.

The District believes the Civic and Cultural Uses will add to the active profile of the Site. They are to be developed by the District or by non-profit organizations. The District will determine whether the Civic and Cultural uses will be developed on the Site based on their economic viability and their capacity to be realized within a reasonable timeframe. If the District decides to build the Civic and Cultural Uses, then the District and the selected developer will decide where they will be located on the Site by a date to be determined while negotiating the Exclusive Rights Agreement.

C. Other Land Uses

The District is willing to consider the following uses on a limited basis to complement the development economics of the Project and support the infrastructure costs of the Site.

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1. **Office.** The District may also consider a limited office use on the Site.
2. **Hotel.** A smaller niche hotel may be considered as a use on the Site.

The design vision for the Site is more fully described in the Vision of the Site document attached as **Attachment 2**.

The uses described below may have larger numbers of F.A.R square feet than may be available on site. It is assumed that these sizes will be scaled appropriately as the final programming for the site is determined by the District and the selected Development Partner.

D. Parking

Adequate parking will be essential to accommodate the uses on the Site. While physical limitations, zoning and other standards will dictate the final volume of parking, the District believes that between 1,100–1,500 parking spaces should be located below grade to attract core uses. Additional spaces will be needed to accommodate the intended uses. Appropriate allocation of costs will be subject to final programming through negotiation of the Exclusive Rights Agreement.

The following table summarizes the program proposed for the District's Vision of the Site:

Program Summary, Vision of the Site, Existing Convention Center RFP.	
<i>A. Core Uses</i>	<i>Unit Ranges Recommended</i>
Retail	Up to 300,000 sf ±
Residential	600-900 units
Open Space	44,000 sf
<i>B. Intended Uses</i>	
Central Library	350,000 sf ±
Performance Venues	Up to 3,000 total seats ±
<i>C. Other Uses</i>	
Office	To be determined
Hotel	250-300 rooms
<i>D. Parking</i>	1,100-1,500 plus specific requests

V. THE VISION OF THE DEVELOPMENT PARTNERSHIP.

Over the past three years, the District has become a more capable and thoughtful partner in public-private ventures and is dedicated to the formidable task of redeveloping this site. To match this commitment, the redevelopment of the existing convention center

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requires a long-term Development Partner with the vision to create distinct and sustainable urban places, and an understanding of the importance of design in the execution of the project. The developer(s) will be asked to transform the Site into a set of interrelated projects that bring key elements of the vision together with sensitivity to the unique role this site will have for the city of Washington, as a place of the City's own, and as a model urban center.

As a project that will likely be developed over a period of years, the District seeks a partner with the development experience and longevity to carry out this mission through the numerous public-private partnership issues, community processes and financing cycles that will occur through this period. The successful developer will need to have a track record of collaborating with the public sector to produce great urban places over comparable periods of time with community partners.

The selected developer will need to have a track record of creating value for its public sector partners in the many ways that public value is defined: producing great buildings and great public spaces; managing land use and tenant relationships so that they bring value to one another, the developer and the District; and utilize a diverse team of contractors and subcontractors to employ District residents, with a exceptional blend of larger firms and Local, Small and Disadvantaged Businesses.

From a design standpoint, the Site needs a coherent, yet stylistically diverse development that represents the best innovation in urban design architecture and landscape architecture. It will need to maximize the right connections between cultural, retail, and residential programming. The successful developer that meets these requirements must have a track record of working with architects and producing innovative, functional and well-executed projects.

VI. DEVELOPMENT PARAMETERS.

The purpose of the Development Parameters that follow is to identify major business terms and underlying dynamics that the District and the selected Development Partner will engage during the redevelopment process.

1. To make the development of the project possible, the District will demolish the existing building, delivering the Development Parcels to a Development Partner or Partners free of substantial structures. Subsequent to the demolition of the structure, further environmental testing will be undertaken and the responsibility for this will be negotiated between the District and the Selected Development Partner in the ERA.
2. For the purpose of illustrating one among the many possible arrangements of uses on the Site that would respond to the District's vision, the Site has been divided into three blocks shown as Parcels A, B, and C totaling 315,434 square feet of footprint, with the deduction of the space required to re-introduce 10th and Eye rights of way through the site, as shown in **Attachment 3**. Further parcelization is possible as the District and the selected Development Partner refine siting.

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3. This solicitation assumes that the selected Development Team will develop all of the Development Parcels privately with Core or Other Uses. Through the ERA negotiation process, the District may ask developers to participate in the planning and development of other elements of the project, as defined in this RFP.
4. The District wishes to collaborate with the Development Partner on the creation of a design process that fosters the highest level of quality and innovation in urban design architecture and landscape architecture. The District may consider a competitive process for the design of public buildings and public spaces.
5. The District will retain ownership of portions of the Site for public purposes, which may include the Civic Open Space Library and Cultural Venues.
6. Based on site planning and design that meets applicable statutory, regulatory requirements, as well as other discretionary thresholds defined by the Office of Planning, OP may entertain requests by the Selected Development Partner for OP recommendations of zoning relief to the District Zoning Commission and other applicable District regulatory entities.
7. Proposers should assume that the above-ground new development generally builds to the assumed right of ways or parcel boundaries and does not extend beyond them, other than where compelling public benefit can be demonstrated.
8. Assuming that required zoning and other approvals have been granted, Proposers should assume that building heights along New York Avenue NW, and along 11th Street NW may not exceed 130 feet. Along 9th Street, H Street, Eye Street and 10th Street, building height should not exceed a maximum of 110 feet.
9. Proposers may be required to assume responsibility for the construction of the streets and public open spaces in accord with designs either approved or provided by the District, but will not be required to pay for these capital items. In such an event, the selected Development Partner, pursuant to the District's procurement process, would administer the construction.
10. Proposes may be given the opportunity, in the cases of the Open Space, Civic or Cultural uses, to complete construction of the uses on a fee construction or "turn-key" basis. In such an event, the selected Development Partner, pursuant to the District's procurement process, would administer the construction.
11. The Proposers should assume that they will not be responsible for the financing of the Civic and Cultural Uses. These uses will be financed separately.
12. Proposers may be given the opportunity to participate in the construction and operation of below grade parking. If the parcel is District-owned, than the District can

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apportion the cost of construction among the users. If the parcel is Developer-owned, than the apportionment must be done by the Developer through parking agreements.

13. The financing of the Civic and Cultural Uses will not be the requirement of the developer.
14. In the event that Civic and Cultural Space is located on the Site, The District's will retain approval rights of the site planning and design of the buildings.
15. Proposers should assume the following treatment of the rest the Site:
 - a. There are existing agreements between the District of Columbia and the U.S. National Park Service (hereafter "NPS") that require that the 10th and Eye Streets corridors are reintroduced as vehicular public rights of way in approximately the same location as the historic streets. Under certain circumstances, the District may entertain proposals and seek relief on the final location and use of the rights of way in the design or the project. In cases where public benefit can be demonstrated, the District may request that the National Capital Planning Commission ("NCPC") maintain only pedestrian access on one or both of these streets; or the District may request that a portion or one or more buildings be allowed within those alignments, assuming, as before, that compelling public benefit would be achieved by such an alignment.
 - b. U.S. NPS Reservation 174 is one of the parcels of the site. The parcel is Federally owned, although the District has jurisdiction over the site for specific purposes. In certain circumstances, the District may entertain proposals and seek relief from NPS and NCPC requirements for the use of the reservation in the planning and design or the project. In cases where public benefit can be demonstrated, the District may request that the NPS and NCPC amend the reservation to allow some development or land use to occupy all or part of the reservation, assuming, as before, that compelling public benefit would be achieved as part of the overall urban design of the Site.

VII. PROCESS OVERVIEW.

On or before the time specified by the District in this RFP, the Proposers will make a submission that includes the information requested in the **Section X** below. The submission generally seeks information about the development team members; the team's project management approach; detailed information about the qualifications and portfolio of completed projects of the Development Team and its members; the team's methodology for evaluating the site; and the Development Team's financial capability.

The submissions will be reviewed by a Review Committee, to be named by the Deputy Mayor for Planning and Economic Development (hereafter "DMPED") who will evaluate the submissions based on the Evaluation Criteria listed in **Section XI** of this RFP. The District may retain advisors to assist with the review and analysis of the submissions.

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After reviewing and evaluating the submissions, the Review Committee shall recommend that the DMPED take one of the following courses of action, at his or her sole discretion:

1. Narrow the Proposers to a short list (the “Short Listed Proposers” or “Short List”);
2. Conduct further due diligence and recommend a Proposer;
3. Select a Proposer; or
4. Withdraw the RFP.

If the District determines more than one team to be qualified, these Proposers will become Short Listed Proposers and will be asked to further describe their submissions, answering a set of questions and responding to due diligence submission requests as required by the Review Committee. The District reserves the right at its sole discretion, to request additional information at any point in the review process.

As a part of the review process, the District may conduct a series of question and answer sessions with the Short Listed Proposers. Through this process, and taking into account any additional due diligence submissions that the District requests in the review period, the District’s Review Committee shall recommend the Proposer that is most beneficial to the District, based on the evaluation criteria listed in **Section XI**.

The Review Committee will make a recommendation to the Deputy Mayor for Planning and Economic Development (DMPED). The DMPED will make a recommendation to the Mayor of the District of Columbia who retains the authority to make the final selection. If a Proposer is selected, the Proposer will negotiate an ERA with the DMPED for 6 months from the date of notice by letter (“Date of Notice”) of its selection. On or after the six-month anniversary of this date, the DMPED has the right to terminate or extend such negotiations unilaterally at his or her sole discretion; and at his or her sole discretion, end that Proposers eligibility to be the Development Partner. In the event that there is a selected Proposer and the District and the selected Proposer are not successful in finalizing a Development Agreement, the DMPED at his or her sole discretion may: select the next highest rated Proposer; or withdraw the RFP.

VIII. SUBMISSION INSTRUCTIONS

Proposers shall prepare two (2) original and fifteen (15) copies of the submission in response to this Request for Proposals. The District reserves the right to request additional information during the selection process. The outside of the package containing the submissions should be clearly marked with the following:

“RFP Response: Redevelopment of the Existing Convention Center Site.”

The responses to this Request for Proposals are due on **[Date TBD], 2002**. The submissions are to be submitted no later than **4:00 P.M. EST** on the designated due date. Please send two (2) originals and five (5) copies to:

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Office of the Deputy Mayor for Planning and Economic Development
Government of the District of Columbia
The Wilson Building
1350 Pennsylvania Avenue, NW
Room 340
Washington, DC 20009
Attn: Stephen Green

With ten (10) duplicate copies to:

Office of Planning
Government of the District of Columbia
801 North Capitol Street, NE
Suite 3000
Washington, DC 20002
Attn: Arthur Jemison

The District, at its sole discretion, may extend the time for submission.

IX. GENERAL CONDITIONS OF THE RFP.

This RFP does not commit the District to select or negotiate with any Proposer. The District is not obligated to pay for any costs incurred in the preparation of submissions during this process. The District reserves the right, at its sole discretion, to:

1. Withdraw this RFP or otherwise terminate the selection process at any time;
2. Reject any submission that is submitted after submission due dates;
3. Reject any submission it deems incomplete or unresponsive to the submission requirements; or
4. Reject all submissions and re-advertise the RFP at anytime.

The members of the Development Team, which may include a single developer or a joint venture of development firms (hereinafter “Primary Members”), may not change during or after the selection process without written consent of the District.

The District reserves the right to approve all the team members who provide technical assistance to the Development Team (hereinafter “Professional Associates”). If the Proposer changes the composition of their Professional Associates to the Development Team at any time in the selection process or after selection, it must notify the District in writing. The District reserves the right to evaluate the proposed change of the Proposer and accept or eliminate the Proposer from further consideration. The District may require similar notification and approval rights following the selection of a Development Partner.

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Proposers should not include any design materials including: site plans, building plans or renderings of the proposed redevelopment in their submission. Proposers may have design professionals advise them on their submissions in response to the requirements in **Section X**.

Proposers should not seek to establish any direct or indirect relationships with any potential operators of performance or exhibition venues.

The Proposer must submit the information requested in standard letter sized format for a submission to be complete. Proposers are asked to keep the text of the base submission and summary of supporting information to a minimum.

The District may make clarifications or amend this RFP during the course of the RFP process. A copy of such amendments will be forwarded to each party that submits a written acknowledgement of receipt of the RFP. In the event that amendments are issued, such amendments, together with this document make up the entire RFP ("Entire RFP").

X. SUBMISSION REQUIREMENTS.

The following describes the information that the District requires to evaluate the Proposers.

1. Cover Letter and Executive Summary.

A letter and executive summary introducing the Proposer's Methodology for evaluating the physical and programmatic vision for the project and its physical, design and economic impact on the District and the surrounding neighborhoods. A summary of the Proposer's portfolio of comparable projects should also be provided.

2. General Information about the Proposer

- A. The name, address, telephone number, fax number and e-mail address (if available) of the individual who will be or whose organization will be, the managing principal or partner and the representative authorized to act on behalf of the Proposer and who is available to respond to questions or requests for additional information.
- B. The name, address, telephone number, fax number, and e-mail address (if available) of the participating principal(s), partner(s) and each of the Development Team members participating in the submission.
- C. Identification of all parent corporations of Proposer and Development Team members responding to this request and the economic relationship and control provisions between the parent(s) and their subsidiaries.

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- D. Identification of any relationship between members of Proposer and Development Team that may have a conflict of interest resultant from an elected, appointed or employment capacity in the District Government, the WCCA, or any other District entity.
 - E. A description of the organizational status of the Proposer's Primary Members (whether a corporation, non-profit, charitable institution, partnership, business association, or joint venture), indicating the State of legal jurisdiction for the organization and a brief history on the organization and its principal.
3. Development Team Organization.
- The Proposer and its team members should include the following information to assist the District in evaluating the submissions:
- A. A brief narrative description of the basis of the partnership, specifically the prior collaborative experience, business terms of the partnership, management relationship among the team members and between the lead and partner developers.
 - B. A list of the Professional Associates (e.g. legal, marketing, urban design, architecture) the Proposer may be interested in working with for this project. For each professional firm, the submission should include a description of the staff capabilities, the resumes of principal staff who will be working on this project, and information on their role on this project, and their past experience that is directly relevant to this project.
 - C. An organizational chart indicating the organization and management structure for the proposed Development Team.
 - D. All related participatory or organizational agreements.
4. Development Team Qualifications and Experience
- A. For each primary firm member of the Proposer, briefly describe up to five (5) examples of comparable project experience or other facilities of size and complexity similar to the project Vision. For each project used as the basis for demonstrating past project experience, please include the following:
 - i. Name, address, and type of project.
 - ii. Facility profile of project
 - iii. Major commercial tenants.
 - iv. Year built.
 - v. Facility characteristics and square footage of each component.
 - vi. Construction costs (soft and hard costs).

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- vii. Photos of project.
- viii. Architect, Urban Designer and Landscape Architect (as applicable)
- ix. Project Phasing, if applicable.
- x. Name, address, telephone and fax of the owner of each project.
- xi. A description of financing, including the name, address, and phone number of institutions and/or corporation/individuals which provided financing on the project.
- xii. Summary of project's funding including public subsidies, if applicable.
- xiii. Three (3) related References.

B. For each project identified above, list the principal team members for the development of the project, including the role of each team member on the project.

C. Five references including names, addresses and telephone numbers, and a letter authorizing each reference to respond to inquiries regarding the design, financing and development of prior projects. It is preferred that at least one reference be for a public-private partnership project. Two (2) of the references must be a staff member from a public agency who has reviewed a submission from the Proposer or who has negotiated a public-private partnership agreement with the Proposer.

5. Development Methodology

Proposers shall submit a narrative that addresses the issue described in detail below. The purpose of the narrative will be for the District to assess the Proposers overall impression of the District's Vision for the Site; the economic feasibility of the proposed uses; to obtain an understanding of how the Proposer typically works through complex development issues; the Proposer's general approach to how successful implementation of the desired vision can be achieved. For this section, the Proposer's submission should be not more than 15 pages, including attachments, and the response to the issues should follow the order outlined below.

A. Overall Approach

- i. The Proposer's overall strategy for implementing the District's Vision for the Site.
- ii. The Proposer's view of the major challenges to implementation and recommended ways to overcome them.

B. Program

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- i. The Proposer's view and comment on the programmatic combination of uses presented for the Site.
- ii. Proposed methodology for selecting and siting the Core Land Uses and Other Land Uses; and siting the Intended Land Uses.
- iii. The Proposer's methodology for determining needed physical relationships among uses.

C. Market Feasibility

- i. The Proposer's view of the market feasibility of the Project in general economic terms and economic "keys" to the success of the Core and Other Uses.
- ii. The Proposer's methodology for determining its required rates of return for the Project by applicable land use.
- iii. The Proposer's methodology for determining the land value for the Development Parcels on which applicable Core and Other Uses would be developed.

D. Urban Design

- i. The Proposer's preferred approach to obtaining high quality urban design, architecture and landscape architecture for all uses proposed for the Project.

E. Phasing and Implementation Assessment

- i. The Proposer's hypothetical phasing approach for the Project and the Site.
- ii. The Proposers view of key operational challenges to the success of the overall project and its recommendation as to how individual uses should be managed by the developer or its assignee(s); by the D.C. Government, or some combination of the two.

F. Community and LSDBE Involvement

- i. How the Proposer would structure a community involvement plan to insure community input beyond the required zoning and other government approval processes.

6. Financial Capability.

Each Proposer shall provide the following:

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- A. Provide a minimum of five (5) financial references that would be expected to provide the Proposer financing, including a loan officer name or other specific contact.
 - B. Provide evidence of Proposer's ability to access equity and other financing resources to carry out the proposal. Each Proposer shall provide the following:
 - i. A summary profile of the Proposer's comparable real estate portfolio, listing the following for each project: project name, type location (city, state), date completed project size (rentable area), value, debt, role (developer, operator, property manager, etc.), ownership interest, and occupancy rate.
 - ii. Recent history, preferably within the last 2-3 years, for obtaining major financing commitments, detailing type of project, financing source, amounts committed, etc. Proposers shall submit statement(s) from financing source(s) describing past project(s) financed. These statements shall include the amount of capital, the size of the project and any other pertinent information that will assist the District in determining the availability of equity or subordinate capital to fund the project.
 - iii. List and describe all projects in the pipeline including status, development schedule and a summary of financial structure in terms of debt, equity and public financial participation or consideration.
 - iv. A summary of all litigation against the Proposers, (besides normal and customary litigation related to development, such as outstanding workers compensation claims, etc.) that has or may have a significant impact on the cash flow of the Proposer, or alleges fraud or misrepresentation on the part of the Proposer (hereinafter "Material Litigation"). Address whether the Proposer or any participating members of the Development Team have been involved in any Material litigation or other legal dispute regarding a real estate venture during the past five years. In the explanation, include information regarding the outcome of any material litigation or dispute. Indicate if the Proposer or any participating team members have ever filed for bankruptcy, have owned or controlled projects that have been foreclosed, or have had fines levied by governmental agencies. Include the date of occurrence, contact person, telephone number and address.
- 7. Local, Small, and Disadvantaged Business Enterprises (LSDBE) Participation, and Employment Opportunities for District Residents.**

Each Proposer shall provide an LSDBE Involvement Plan which details the method through which the Proposer will attract, select and involve LSDBEs and District residents in the development of this project at all levels and on all elements of the

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team. In particular, the Proposer must provide the following information in this submission:

- A. Provide a minimum of five (5) examples of how the Proposer has planned for and responded to comparable requirements for public private ventures in other cities, including the following references: At least one (1) LSBDE (or equivalent) contractor from comparable project in another city; and At least one (1) public sector reference who can describe the experience of the government implementing this requirement with the proposer.
- B. Provide a plan, including timeframes and hypothetical milestones, to attract LSDBE's as contractors and investors, in all areas of the project team, including, among other areas:
 - i. Equity and/or debt investment;
 - ii. Construction and Construction Management, Engineering and Transportation;
 - iii. Architecture, Planning, Urban Design and Landscape Architecture; and
 - iv. Project Management, Feasibility Analysis, Project Finance, Underwriting, Appraising

Should the District require additional material, it will request that the Proposer's authorized representative to furnish the necessary information.

XI. EVALUATION CRITERIA.

The Review Committee and the DMPED will evaluate submissions on a 100-point scale using the following criteria, weighted accordingly:

1. Development Team Qualifications and Experience (35 points)

The Development Team Qualifications and Experience component will be evaluated based on the component of the submission of the same name. In reviewing this submission, the Review Committee will evaluate the combined experience of the Development Partner in developing complicated public-private ventures and mixed-use projects; as well as for each of the Core Land Uses the District has requested herein. The experience of the developer with recognized architects will also be evaluated. The evaluation will also include the experience of the Development Team members working together on projects of this size.

2. Quality of the Proposer's Development Methodology (25 points)

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Through the review of the Development Methodology, the Review Committee will evaluate the Proposer's approach to the major public and private decisions required to make the project work in the near and long term, based on the District's Vision for the Site in Section IV. The Review Committee will also review the methodology for the Proposer's approach to understanding the financial feasibility of the proposed uses at this location, including the appropriate mix, configuration and marketing of the uses and product types to make the project successful.

3. Financial Capability (20 points)

The Proposer's financial capability will be evaluated based on their financial references; the profile of the Proposer's portfolio; their capacity for the risk profile of the project proposed in the Vision of the Site, based on prior work; the Proposer's recent experience obtaining comparable financing commitments; their development pipeline and material litigation issues, if any.

4. Local, Small, and Disadvantaged Business Enterprises (LSDBE) Participation, and Employment Opportunities for District Residents (20 points)

The Proposer's Development Team Organization submission and their LSDBE submission must demonstrate of the participation of LSDBEs in the project team. In addition to this target, this solicitation also seeks Proposers whose team includes LSDBEs in key areas such as urban design and project finance. This involvement is sought in all elements of the team and at all levels of participation. Submissions will also be evaluated on level of equity participation of LSBDE firms in any or all parts of the project's development.

XII. TIME SCHEDULE.

RFP Issued	Date TBD, 2002
Pre-Proposal Conference	30 Days from RFP Issuance
Questions Due	60 Days from RFP Issuance
RFP Submissions Due	90 Days from RFP Issuance
RFP Proposer Interviews	150 Days from RFP Issuance
Short List Selections Announced	180 Days from RFP Issuance
Short-listed Proposer Interviews	210 Days from RFP Issuance
Selection Announced	270 Days from RFP Issuance

XIII. QUESTIONS.

Please submit any questions to Arthur Jemison of the DC Office of Planning Office of Planning, Government of the District of Columbia, 801 N. Capitol Street NE, Washington D.C. 20002. The fax number is 202-442-7637.